

## Message Text

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20

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
----- 068802  
R 090555Z JUL 76  
FM AMEMBASSY JAKARTA  
TO SECSTATE WASHDC 5532  
INFO USDOC WASHDC  
AMEMBASSY SEOUL

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E.O. 11652: NA

TAGS: BBSR, ID, KN

SUBJECT: KOREAN SECTORAL SURVEY

REF: A) USDOC 11248 (NOTAL), B) JAKARTA 8323 (NOTAL),  
C) STATE 158309, D) JAKARTA 8806 (NOTAL)  
E) JAKARTA 8881 (NOTAL)

1. REF B WAS NOT INTENDED TO QUESTION THE CONTRACTING PROCEDURES OF COMMERCE NOR TO IMPLY THAT PROJECT COORDINATOR (COAR) HAS BEEN OPERATING IN AN UNPROFESSIONAL OR ILLEGAL MANNER. RATHER, THE TERM "KNOWING WHAT COMMERCE WANTS", A QUOTE FROM MOBIUS HIMSELF, WAS INTENDED TO CONVEY THAT MOBIUS HAS STUDIED CAREFULLY USDOC'S MINIMUM MARKET RESEARCH REQUIREMENTS AND HAS TAILORED HIS REPORTS TO MEET THOSE MINIMUM STANDARDS. OTHER MARKET RESEARCH FIRMS TEND BELIEVE MUCH MORE IN-DEPTH AND DETAILED RESEARCH IS REQUIRED TO FULFILL COMMERCE MARKET RESEARCH SPECIFICATIONS THAN THAT DONE BY MOBIUS, AND THEIR HIGHER-PRICED BIDS REFLECT THIS INTERPRETATION. THE PROBLEM WAS DISCUSSED IN REF C, PARA 5.

2. THE TERM "FAR FROM ARMS-LENGTH" SIMPLY INTENDED TO ENLIGHTEN EMBASSY SEOUL THAT, IN PRACTICE, THE STRUCTURAL RELATIONSHIP BETWEEN COAR AND CONTRACTOR WAS SUCH THAT COAR BECAME INTEGRAL PART OF MARKET RESEARCH TEAM AND EXERCISED SUBSTANTIAL SUPERVISION OF INDIVIDUAL  
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RESEARCHER'S WORK.

3. SINCE REF B SENT, WE HAVE HAD CONTINUING OPPORTUNITY  
TO REVIEW QUALITY OF CONTRACTOR'S WORK (SEE REFS D AND E).  
THESE REPORTS REFLECT OUR BETTER UNDERSTANDING OF COAR'S  
NEED TO INVOLVE HIMSELF OPERATIONALLY IN CONTRACTOR'S  
WORK TO ACHIEVE DESIRED RESULT.  
NEWSOM

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** KelleyW0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976JAKART08983  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760264-0822  
**From:** JAKARTA  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1976/newtext/t19760775/aaaacnuz.tel  
**Line Count:** 68  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** KelleyW0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 24 MAY 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <24 MAY 2004 by ElyME>; APPROVED <23 SEP 2004 by KelleyW0>  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** KOREAN SECTORAL SURVEY  
**TAGS:** BBSR, ID, KN  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006